

**RFP # 2014-AACS-01****Accounting, Auditing, and Consulting Services****Round 2****Vendor Questions****11/04/14**

<b>Question ID:</b>	1
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	<p>Follow up to Round 1 Question 8: The State clearly stipulates that the Vendor need not be a CPA firm; however, the State also stipulates that the Vendor have experience in accounting and auditing. There are a number of national consulting firms that could meet all of the work assignments outlined in the RFP; however, none would have experience in “auditing” or “accounting,” other than through employees who have previously worked for CPA firms, unless said firms were a CPA firm.</p> <p>Will the State consider replacing the requirement for “auditing” and “accounting” with a more general statement such as having the demonstrated proficiency and expertise necessary to complete all tasks outlined and/or contemplated in the RFP”?</p> <p>As an alternative, will the State agree that the term “audit,” as used in this RFP, follows the definition no. 2 in the Merriam-Webster dictionary as stated, “a methodical examination and review”?</p> <p>Also as an alternative, in reference to the term “accounting,” should a firm:</p> <ul style="list-style-type: none"> <li>• employ CPAs, all of which have degrees in accounting</li> <li>• have experience assisting states with developing the protocols, reports, procedures and processes necessary to assess the performance of managed care organizations (MCO), which in Alabama will be regional care organizations (RCO)</li> <li>• assess CMS 2552-96 and CMS 2552-10 documents in order to calculate DSH payments, DSH limits, UPL payments, and UPL limits</li> </ul> <p>Would this satisfy the States reference to “accounting”?</p>

	If not, the primary Merriam-Webster definition is “the skill, system or job of keeping the financial records of a business or person,” and we would appreciate the State explaining how the word applies to the RFP.
<b>Section Number:</b>	V.
<b>RFP Page Number:</b>	12
<b>STATE Answer:</b>	The RFP does not require a CPA firm since preparation of audited financial statements in accordance with Generally Accepted Auditing Standards is not required. However the Vendor is required to provide evidence that the Vendor possesses experience related to the tasks outlined in the RFP. The responder should include the experience that best meets the requirements of the RFP.
<b>Question ID:</b>	2
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	As a follow up to Round 1 Question 9, will the State please offer its opinion on what entity, other than an a CPA firm - which is not required - would have seven years of experience providing accounting and auditing services to Medicaid agencies? Will the State please consider replacing the terminology in Mandatory Requirement 2 with language that would allow a proposing vendor to describe its demonstrated proficiency and experience in meeting all of the tasks described in the RFP?
<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>STATE Answer:</b>	The requirements are defined in the RFP. The Vendor must have seven years of experience providing accounting and auditing services to Medicaid agencies. The Vendor should describe its demonstrated proficiency and experience in meeting all of the tasks described in the RFP.
<b>Question ID:</b>	3
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	Follow up to Round 1 Question 10: The State has repeatedly stipulated that the procurement does not require a CPA firm. Further, the State indicates that no attestation or audit opinion will be required. However, the following items in Section VII (Technical Experience and Staffing) require a CPA firm, while the tasks outlined and/or contemplated in this RFP do not: <ol style="list-style-type: none"> <li>1. DSH Audit (in fact, CMS requires an independent CPA or the auditor of state)</li> <li>4. Hospital Cost Report Preparation, Audit or Review</li> </ol>

	<p>5. Managed Care Organization (MCO) Audit Engagements</p> <p>Will the State please consider revising the “Technical Experience” to afford consulting firms, possessing the experience and expertise necessary to successfully complete all tasks outlined and/or contemplated, the opportunity to bid on this RFP?</p>
<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>STATE Answer:</b>	The requirements are defined in the RFP. The Vendor must have seven years of experience providing accounting and auditing services to Medicaid agencies. The Vendor should describe its demonstrated proficiency and experience in meeting all of the tasks described in the RFP.
<b>Question ID:</b>	4
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	Follow up to Round 1 Question 11: While the State has repeatedly stated that a CPA firm is not required, as noted in prior questions, there are several items listed in technical requirements that require a CPA. In fact, CMS rules speak to the requirement for the DSH audit experience. Will the State please offer potential vendors an explanation as to how non-CPA firms would meet requirements for auditing and cost report preparation, which are specifically within the realm of CPA firms, given that the work outlined and/or contemplated in the RFP does not appear to require accountants or auditors but rather well-experienced consultants familiar with MCO operations/filings, hospital cost reports/filings, DSH rate setting/limits, UPL calculations/limits and other such matters?
<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>STATE Answer:</b>	As stated, this RFP does not include the responsibility of the independent auditor required by CMS. The Vendor should describe its demonstrated proficiency and experience in meeting all of the tasks described in the RFP.
<b>Question ID:</b>	5
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	As a follow up to Round 1 Question 13, could the State please expand on the details of its current contract with Myers & Stauffer for this work? Specifically, could it provide information related to the scope and the vendor rates of the current project, and could the State please provide a copy of the current contract?
<b>Section Number:</b>	N/A

<b>RFP Page Number:</b>	N/A
<b>STATE Answer:</b>	No. Questions and Answers are specific to this RFP. A request to receive a copy of the existing contract should be made in writing to the Alabama Medicaid Agency's Administrative Procedures Office. Contact information can be found on <a href="http://www.medicaid.alabama.gov">www.medicaid.alabama.gov</a> under the Contact tab.
<b>Question ID:</b>	6
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	Does the state have expectations of on-site versus off-site staffing by Vendor?
<b>Section Number:</b>	VII.
<b>RFP Page Number:</b>	14
<b>STATE Answer:</b>	Medicaid expects that a substantial portion of the DSH and consulting work be performed on site as may be needed to efficiently perform the work and be responsive to interaction with the State, CMS, providers and others.
<b>Question ID:</b>	7
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	For which rate years does the state expect Vendor to create a database of as-submitted and audited cost documentation?
<b>Section Number:</b>	III.
<b>RFP Page Number:</b>	10
<b>STATE Answer:</b>	All data would be expected to be accumulated, retained, and be available for all years.
<b>Question ID:</b>	8
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	Can the state provide the average number of providers by provider type that will submit 2552 Medicaid cost reports each year for inclusion in the database (as described in Item #1 of Scope of Work), CPE reconciliation (Item #2, Scope of Work), and UPL calculations (Item #4, Scope of Work)?
<b>Section Number:</b>	III.
<b>RFP Page Number:</b>	10
<b>STATE Answer:</b>	There are approximately 103 hospitals in the state.
<b>Question ID:</b>	9
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	What other functionality is the state hoping to achieve with creation of the database containing the Medicare Cost Reports with the Medicaid information completed (as described in Item #1 of Scope of Work)?
<b>Section Number:</b>	III.

<b>RFP Page Number:</b>	10
<b>STATE Answer:</b>	Data needs to be available for any potential use related to hospital reimbursement, research, analytics, and any other relevant purposes.
<b>Question ID:</b>	10
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	Will the contractor be responsible for development of the scope of work for the MCO Financial Audits? Or, will contractor be responsible for performance of financial audits?
<b>Section Number:</b>	III.
<b>RFP Page Number:</b>	10
<b>STATE Answer:</b>	Development of the scope of work for the MCO Financial Audits is possible; this RFP does not contemplate that the Vendor would perform these audits.
<b>Question ID:</b>	11
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	Just to clarify, the state has outlined the proposed hours and staffing classifications for Pricing. Does this mean the Vendor may only enter the hourly rate by staff classification by year on the Attachment C – Pricing?
<b>Section Number:</b>	IX.
<b>RFP Page Number:</b>	17
<b>STATE Answer:</b>	Yes, the requirements to provide pricing are provided in the RFP.
<b>Question ID:</b>	12
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	IF the response to Round # 2 Questions is delayed beyond 11/7/14, will the state consider extending the 11/14/14 due date of proposal responses?
<b>Section Number:</b>	General
<b>RFP Page Number:</b>	N/A
<b>STATE Answer:</b>	The Schedule of Events is defined in the RFP. Medicaid reserves the right, at its sole discretion, to adjust this schedule as it deems necessary.
<b>Question ID:</b>	13
<b>Date Question Asked:</b>	10/31/2014
<b>Question:</b>	How many Vendors submitted Round # 1 Questions?
<b>Section Number:</b>	General
<b>RFP Page Number:</b>	N/A
<b>STATE Answer:</b>	Four.